



Success Story

Kocaer Textile Selects ZyXEL Solution to Link Retail Outlets

“We have managed to expand our wireless network without changing our existing infrastructure thanks to the tunnel mode of ZyXEL products. By integrating our branches and the central location via tunnel mode, wireless security was achieved conveniently. When we think of the enhanced productivity brought about by the project, we are further convinced that we have made the right choice in ZyXEL.”

Göksel Sunar
Kocaer Textile IT manager

Overview

Customer Name

Kocaer Textile

Customer Industry

Manufacturing

Challenges

- Connect retail stores with central headquarters via wireless network
- Manage Internet access
- Solution must be secure and stable

Solutions

- Business Access Point
- Wireless LAN controller

Benefits

- Easy centralized management
- Ability to block unauthorized usage
- Heightened productivity
- Tunneling allows network expansion without negatively impacting existing infrastructure
- Future-proof and scalable
- User-friendly, Secure and stable

Challenges

Kocaer Textile operates retail stores for its Chakra brand in shopping centers throughout several provinces of Turkey. The company wished to link these outlets with the Kocaer central headquarters via a wireless network solution. To implement the project, ZyXEL teamed up with premium solutions partner Dosbil Computer. Not only was it necessary to connect all the company's stores, but Kocaer also wished to control and regulate internal Internet use to improve productivity and conform to local Internet regulations. To achieve this goal, it was decided that branch stores would be connect to a central location via an InSec VPN built around security gateways.

Background

The Kocaer Group commenced operations in the iron and steel sector in the early 1960s in Denizli, Turkey. Incorporated under Kocaer Group, Kocaer Textile has been producing for bathroom textiles in the Denizli Organized Industrial Zone. Kocaer Textile operates in two distinct fields, production and retailing for the home textile sector, with 450 personnel working in two facilities totaling 33,000 square meters in Denizli and Istanbul. Kocaer Textile exports 75 percent of its output, producing textile products for international brands such as Lands' End, Victoria's Secret, DKNY, and Nautica. The company maintained its position as one of the top 10 exporting companies in Denizli in 2010.

Solutions and Benefits

The project plan called for ZyXEL NWA 3160-N business access points to be linked to a NXC5200 wireless LAN controller at the central headquarters location via the tunnel mode feature. Wireless network users could then connect to the Internet through the central point, while wired network users connect over local lines. With this setup, it is possible to manage the wireless network from the central location. In addition, unauthorized Internet usage can be blocked through the hardware's security features.

After implementation with local Internet service providers, productivity has been enhanced on all company systems utilizing wired Internet access (camera, POS, etc.). One NXC5200 WLAN controller and 35 NWA 3160-N APs were deployed in this project with the assistance of local solution partner Dosbil Computer.

Göksel Sunar, Kocaer Textile IT manager, highlighted the advantages provided by the tunnel mode feature of products used in the project, saying: "We have worked with a very experienced and professional team from ZyXEL. We chose them because it was clear they could satisfy all our expectations in terms of technology, results, productivity, and equipment. We have implemented the necessary upgrades with their help, and they stuck with us from the beginning of the project to the end, and have managed the process exceptionally well. We must also acknowledge the successful performance of ZyXEL premium solution partner Dosbil Computer. Now, all of our existing stores can conveniently access the Internet through a central location."

ZyXEL channel project sales manager Erdem Timur Koca said his team followed the principle of establishing a system that is upgradable, reliable, easy-to-use, scalable, centrally manageable, and suitable for next-generation technological standards across all projects. He commented: "The high-performance wireless network infrastructure we provided for Kocaer Textile has proven to be suitable for a scalable structure by taking into account the possibility of an increase in the number of branches in the future. Wireless Internet access in all Chakra stores has become manageable from the central location. Also, unauthorized Internet usage over the wireless connection has been blocked."

Product Used



NWA3160-N 802.11 a/b/g/n Business Access Point

- Higher bandwidth and superior performance with 802.11n
- 3-in-1 hybrid AP WLAN including AP controller mode, managed AP mode and standalone AP mode
- Brand new centralized graphic management interface for up to 24 WLAN APs
- Backup redundancy supported to provide reliable connection services
- Secured tunnels for communication between controller and managed AP to prevent leaking of configurations
- Enterprise-class AP functionalities with comprehensive configuration interfaces.
- Built with Low Smoke, Zero Halogen (LSOH) materials for plenum rating for UL 2043 support



NXC5200 Business Wireless LAN Controller

- Centralized WLAN management and auto provisioning
- Manages up to 240 APs with granular access control
- Advanced RF management for optimized Wi-Fi performance
- Secured wireless edge with IDP, anti-virus and firewall
- Flexible traffic forwarding with tunnel and distributed modes
- Comprehensive guest network management features
- User-centric management solution for BYOD trend

About ZyXEL Communications

ZyXEL Communications Corp., founded in 1989 and headquartered in Taiwan, is the leading provider of complete broadband access solutions. As one of the early modem manufacturers, ZyXEL has gone through transformations in the fast-paced networking industry. Delivering cutting-edge communications innovations to more than 400,000 businesses and more than 100 million consumers throughout the world, today ZyXEL is one of the few companies in the world capable of offering complete networking solutions for Telcos, small to medium-sized businesses, and digital home users for a wide range of deployment scenarios. Telco solutions include Central Office Equipment, Customer Premise Equipment, Wired and Wireless Access Network Devices, and Carrier Switches. SMB and Enterprise solutions include Unified Security Gateways, LAN Switches, WLAN, and IP Telephony. Digital Home solutions include Network Connectivity Devices and Multimedia Solutions.

The company has 1000 employees and distributors in 70 countries, reaching more than 150 regional markets. The ZyXEL Communications Corp. includes 35 subsidiaries and sales offices and two research and development centers worldwide. For more information, visit the company's Website, <http://www.zyxel.com>.

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